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NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		JULY 1988	JULY 1987
AL	Alabama	2,241	2,157
AK	Alaska	0	61
AZ	Arizona	78	92
AR	Arkansas	5,712	2,582
CA	California	3,528	4,244
CO	Colorado	196	151
CT	Connecticut	143	0
DE	Delaware	66	86
FL	Florida	3,330	4,701
GA	Georgia	3,119	5,873
HI	Hawaii	63	2,975
ID	Idaho	482	677
IL	Illinois	29,326	30,406
IN	Indiana	18,146	6,119
IA	Iowa	52,159	21,502
KS	Kansas	1,330	796
KY	Kentucky	1,384	5,976
LA	Louisiana	216	635
ME	Maine	0	36
MD	Maryland	1,387	170
MA	Massachusetts	594	42
MI	Michigan	13,588	7,192
MN	Minnesota	22,034	10,851
MS	Mississippi	1,147	3,759
MO	Missouri	7,019	6,183
MT	Montana	382	318
NE	Nebraska	678	683
NV	Nevada	0	0
NH	New Hampshire	0	25
NJ	New Jersey	149	315
NM	New Mexico	199	1,676
NY	New York	2,051	820
NC	North Carolina	3,462	2,883
ND	North Dakota	378	416
OH	Ohio	30,310	27,659
OK	Oklahoma	754	1,153
OR	Oregon	1,455	1,028
PA	Pennsylvania	1,395	1,046
RI	Rhode Island	968	84
SC	South Carolina	1,480	955
SD	South Dakota	471	179
TN	Tennessee	13,233	4,734
TX	Texas	3,826	3,860
UT	Utah	215	138
VT	Vermont	27	178
VA	Virginia	671	503
WA	Washington	2,134	378
WV	West Virginia	0	61
WI	Wisconsin	8,576	9,092
WY	Wyoming	244	382
	TOTAL U.S.:	240,346	175,832
CANADA			
AB	Alberta	175	476
BC	Brit. Columbia	67	78
MB	Manitoba	326	81
NB	New Brunswick	44	76
NF	Newfoundland	0	0
NS	Nova Scotia	21	649
ON	Ontario	2,338	8,608
PE	Pr.Edward Isle	791	1,052
PQ	Quebec	2,474	3,905
SK	Saskatchewan	151	3,669
	TOTAL CAN:	6,387	18,594
EXPORT SALES:		365,603	334,440
TOTAL AGRICULTURAL		612,336	528,866
Non-Ag U.S.		32,071	29,902
	Canada	1,626	2,103
	Exports	10,611	11,033
TOTAL NON-AGRICULTURAL		44,308	43,038
GRAND TOTAL		656,644	571,904

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JULY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	193	670	1,283	62	33	2,241
AK Alaska	0	0	0	0	0	0
AZ Arizona	45	0	0	0	33	78
AR Arkansas	30	0	5,812	(136)	6	5,712
CA California	1,180	707	661	0	980	3,528
CO Colorado	77	0	63	32	24	196
CT Connecticut	0	0	138	0	5	143
DE Delaware	0	0	0	0	66	66
FL Florida	855	548	166	137	1,624	3,330
GA Georgia	122	1,218	494	512	773	3,119
HI Hawaii	0	63	0	0	0	63
ID Idaho	31	158	267	26	0	482
IL Illinois	421	27,378	983	555	(11)	29,326
IN Indiana	284	12,087	2,106	3,669	0	18,146
IA Iowa	38	29,713	21,173	1,224	11	52,159
KS Kansas	182	436	588	113	11	1,330
KY Kentucky	21	1,286	77	0	0	1,384
LA Louisiana	0	63	153	0	0	216
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	165	1,222	0	1,387
MA Massachusetts	0	63	509	0	22	594
MI Michigan	0	11,190	2,378	0	20	13,588
MN Minnesota	0	8,616	13,238	151	29	22,034
MS Mississippi	0	0	259	876	12	1,147
MO Missouri	606	558	5,739	111	5	7,019
MT Montana	0	0	346	36	0	382
NE Nebraska	108	0	168	214	188	678
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	78	14	45	12	149
NM New Mexico	47	16	80	16	40	199
NY New York	0	277	1,582	173	19	2,051
NC North Carolina	0	1,824	1,036	57	545	3,462
ND North Dakota	0	0	357	21	0	378
OH Ohio	3,177	18,782	6,246	1,793	312	30,310
OK Oklahoma	29	186	524	15	0	754
OR Oregon	43	0	1,375	27	10	1,455
PA Pennsylvania	38	137	1,082	138	0	1,395
RI Rhode Island	0	850	118	0	0	968
SC South Carolina	0	0	977	64	439	1,480
SD South Dakota	0	299	156	16	0	471
TN Tennessee	240	5,620	7,373	0	0	13,233
TX Texas	686	811	1,579	424	326	3,826
UT Utah	110	0	105	0	0	215
VT Vermont	0	(13)	40	0	0	27
VA Virginia	61	0	405	139	66	671
WA Washington	996	137	665	331	5	2,134
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	30	5,934	2,540	37	35	8,576
WY Wyoming	0	0	244	0	0	244
TOTAL U.S.:	9,650	129,692	83,264	12,100	5,640	240,346
CANADA						
AB Alberta	26	0	130	19	0	175
BC Brit. Columbia	0	0	67	0	0	67
MB Manitoba	0	70	256	0	0	326
NB New Brunswick	0	0	44	0	0	44
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	21	0	0	21
ON Ontario	0	2,328	0	0	10	2,338
PE Pr.Edward Isle	0	60	715	0	16	791
PQ Quebec	0	(24)	2,442	0	56	2,474
SK Saskatchewan	0	52	95	4	0	151
TOTAL CAN:	26	2,486	3,770	23	82	6,387
*EXPORT SALES:	209,548	36,962	95,132	13,796	10,165	365,603
TOTAL AG SALES	219,224	169,140	182,166	25,919	15,887	612,336
NON-AG U.S.	23,876	-	-	7,723	472	32,071
Canada	1,394	-	-	221	11	1,626
*Exports	525	-	-	10,086	0	10,611
TOTAL NON-AG SALES	25,795	-	-	18,030	483	44,308
GRAND TOTAL	**245,019**	**169,140**	**182,166**	**43,949**	**16,370**	**656,644**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JULY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	3,687	18,080	0	771	22,538
Belize	0	0	239	0	0	239
Brazil	9,812	10,251	45,382	0	0	65,445
Chile	14,970	0	0	0	5,432	20,402
China	51,154	0	7,034	0	0	58,188
Columbia	0	11,905	0	0	0	11,905
Costa Rica	1,951	0	1,323	0	776	4,050
Denmark	8,212	0	0	0	0	8,212
[illegible]ador	2,120	0	1,393	0	0	3,513
[illegible]duras	0	0	0	0	22	22
India	293	0	0	0	0	293
Japan	12,375	10,449	12,455	13,796	2,905	51,980
Malaysia	24,477	0	0	0	0	24,477
Mexico	176	0	0	0	259	435
New Zealand	13,463	670	1,922	0	0	16,055
Philippines	3,668	0	0	0	0	3,668
Puerto Rico	0	0	3,636	0	0	3,636
Sri Lanka	8,415	0	0	0	0	8,415
Switzerland	31,065	0	0	0	0	31,065
Taiwan	27,397	0	0	0	0	27,397
Venezuela	0	0	3,668	0	0	3,668
TOTAL AG:	209,548	36,962	95,132	13,796	10,165	365,603
NON-AGRICULTURAL						
Argentina	10	-	-	0	0	10
Italy	0	-	-	9,922	0	9,922
Mexico	503	-	-	164	0	667
United Kingdom	12	-	-	0	0	12
TOTAL NON-AG:	525	-	-	10,086	0	10,611
TOTAL EXPORTS	**210,073**	**36,962**	**95,132**	**23,882**	**10,165**	**376,214**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	179	670	684	62	1,595
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	(188)	(188)
CA California	0	0	0	0	0
CO Colorado	0	0	0	0	0
CT Connecticut	0	0	138	0	138
DE Delaware	0	0	0	0	0
FL Florida	780	548	60	137	1,525
GA Georgia	122	1,218	494	512	2,346
HI Hawaii	0	0	0	0	0
ID Idaho	0	51	170	26	247
IL Illinois	421	27,378	743	555	29,097
IN Indiana	284	12,087	2,106	3,669	18,146
IA Iowa	0	27,011	10,622	1,176	38,809
KS Kansas	0	0	0	32	32
KY Kentucky	0	1,286	77	0	1,363
LA Louisiana	0	0	0	0	0
ME Maine	0	0	0	0	0
MD Maryland	0	0	165	902	1,067
MA Massachusetts	0	63	509	0	572
MI Michigan	0	11,190	2,378	0	13,568
MN Minnesota	0	8,616	13,238	151	22,005
MS Mississippi	0	0	137	876	1,013
MO Missouri	0	0	0	111	111
MT Montana	0	0	346	36	382
NE Nebraska	0	0	0	198	198
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	78	14	45	137
NM New Mexico	0	0	0	0	0
NY New York	0	277	1,582	173	2,032
NC North Carolina	0	1,824	1,036	57	2,917
ND North Dakota	0	0	357	21	378
OH Ohio	3,177	18,782	6,246	1,793	29,998
OK Oklahoma	0	14	78	0	92
OR Oregon	0	0	618	27	645
PA Pennsylvania	0	137	1,082	138	1,357
RI Rhode Island	0	850	118	0	968
SC South Carolina	0	0	977	64	1,041
SD South Dakota	0	299	156	16	471
TN Tennessee	0	5,620	7,373	0	12,993
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	(13)	40	0	27
VA Virginia	61	0	405	139	605
WA Washington	13	137	633	331	1,114
WV West Virginia	0	0	0	0	0
WI Wisconsin	30	5,934	2,540	37	8,541
WY Wyoming	0	0	244	0	244
TOTAL U.S.:	5,067	124,057	55,366	11,096	195,586
CANADA					
AB Alberta	26	0	130	19	175
BC Brit. Columbia	0	0	67	0	67
MB Manitoba	0	70	256	0	326
NB New Brunswick	0	0	44	0	44
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	21	0	21
ON Ontario	0	2,328	0	0	2,328
PE Pr.Edward Isle	0	60	715	0	775
PQ Quebec	0	(24)	2,442	0	2,418
SK Saskatchewan	0	52	95	4	151
TOTAL CAN:	26	2,486	3,770	23	6,305
*EXPORT SALES:	197,162	36,962	65,108	13,796	313,028
TOTAL AG SALES	202,255	163,505	124,244	24,915	514,919
NON-AG U.S.	14,030	-	-	6,554	20,584
Canada	1,394	-	-	221	1,615
*Exports	12	-	-	9,922	9,934
TOTAL NON-AG SALES	15,436	-	-	16,697	32,133
GRAND TOTAL	**217,691**	**163,505**	**124,244**	**41,612**	**547,052**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	3,687	18,080	0	21,767
Brazil	1,673	10,251	24,970	0	36,894
Chile	14,970	0	0	0	14,970
China	51,154	0	7,034	0	58,188
Columbia	0	11,905	0	0	11,905
Denmark	8,212	0	0	0	8,212
India	293	0	0	0	293
Japan	12,375	10,449	11,388	13,796	48,008
Malaysia	24,477	0	0	0	24,477
New Zealand	13,463	670	0	0	14,133
Philippines	3,668	0	0	0	3,668
Puerto Rico	0	0	3,636	0	3,636
Sri Lanka	8,415	0	0	0	8,415
Switzerland	31,065	0	0	0	31,065
Taiwan	27,397	0	0	0	27,397
TOTAL AG:	197,162	36,962	65,108	13,796	313,028
NON-AGRICULTURAL					
Italy	0	-	-	9,922	9,922
United Kingdom	12	-	-	0	12
TOTAL NON-AG:	12	-	-	9,922	9,934
TOTAL EXPORTS	**197,174**	**36,962**	**65,108**	**23,718**	**322,962**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

JULY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	14	0	599	0	33	646
AK Alaska	0	0	0	0	0	0
AZ Arizona	45	0	0	0	33	78
AR Arkansas	30	0	5,812	52	6	5,900
CA California	1,180	707	661	0	980	3,528
CO Colorado	77	0	63	32	24	196
CT Connecticut	0	0	0	0	5	5
DE Delaware	0	0	0	0	66	66
FL Florida	75	0	106	0	1,624	1,805
GA Georgia	0	0	0	0	773	773
HI Hawaii	0	63	0	0	0	63
ID Idaho	31	107	97	0	0	235
IL Illinois	0	0	240	0	(11)	229
IN Indiana	0	0	0	0	0	0
IA Iowa	38	2,702	10,551	48	11	13,350
KS Kansas	182	436	588	81	11	1,298
KY Kentucky	21	0	0	0	0	21
LA Louisiana	0	63	153	0	0	216
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	320	0	320
MA Massachusetts	0	0	0	0	22	22
MI Michigan	0	0	0	0	20	20
MN Minnesota	0	0	0	0	29	29
MS Mississippi	0	0	122	0	12	134
MO Missouri	606	558	5,739	0	5	6,908
MT Montana	0	0	0	0	0	0
NE Nebraska	108	0	168	16	188	480
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	12	12
NM New Mexico	47	16	80	16	40	199
NY New York	0	0	0	0	19	19
NC North Carolina	0	0	0	0	545	545
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	312	312
OK Oklahoma	29	172	446	15	0	662
OR Oregon	43	0	757	0	10	810
PA Pennsylvania	38	0	0	0	0	38
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	439	439
SD South Dakota	0	0	0	0	0	0
TN Tennessee	240	0	0	0	0	240
TX Texas	686	811	1,579	424	326	3,826
UT Utah	110	0	105	0	0	215
VT Vermont	0	0	0	0	0	0
VA Virginia	0	0	0	0	66	66
WA Washington	983	0	32	0	5	1,020
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	35	35
WY Wyoming	0	0	0	0	0	0
TOTAL U.S.:	4,583	5,635	27,898	1,004	5,640	44,760
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	10	10
PE Pr.Edward Isle	0	0	0	0	16	16
PQ Quebec	0	0	0	0	56	56
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	82	82
*EXPORT SALES:	12,386	0	30,024	0	10,165	52,575
TOTAL AG SALES	16,969	5,635	57,922	1,004	15,887	97,417
NON-AG U.S.	9,846	-	-	1,169	472	11,487
Canada	0	-	-	0	11	11
*Exports	513	-	-	164	0	677
TOTAL NON-AG SALES	10,359	-	-	1,333	483	12,175
GRAND TOTAL	**27,328**	**5,635**	**57,922**	**2,337**	**16,370**	**109,592**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

JULY 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	771	771
Belize	0	0	239	0	0	239
Brazil	8,139	0	20,412	0	0	28,551
Chile	0	0	0	0	5,432	5,432
Costa Rica	1,951	0	1,323	0	776	4,050
Ecuador	2,120	0	1,393	0	0	3,513
Honduras	0	0	0	0	22	22
Japan	0	0	1,067	0	2,905	3,972
Mexico	176	0	0	0	259	435
New Zealand	0	0	1,922	0	0	1,922
Venezuela	0	0	3,668	0	0	3,668
TOTAL AG:	12,386	0	30,024	0	10,165	52,575
NON-AGRICULTURAL						
Argentina	10	-	-	0	0	10
Mexico	503	-	-	164	0	667
TOTAL NON-AG:	513	-	-	164	0	677
TOTAL EXPORTS	**12,899**	**0**	**30,024**	**164**	**10,165**	**53,252**